

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 02089 150233Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 /018 W  
-----150235Z 041946 /63

P R 150157Z FEB 77  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5450

UNCLAS TOKYO 2089

FOR OIM/WELCH

E.O. 11652: N/A  
TAGS: BEXP, JA  
SUBJECT: TC PROCUREMENT STATUS REPORT COB FEB 14, APRIL FLUID POWER  
SHOW

REF: TOKYO 1803

1. PA'S REC'D FROM OIM, FOUR: GATES RUBBER CO; ROSAN INC; STONE  
HYDRAULICS W.S. SHAMBAN CO.

2. OIM VERBALS: UNKNOWN

3. OIM STRONG POSSIBLES, SIX: AMERICAN INSTRUMENTS; KAY PNEUMATIC;  
PA DEPT OF COMMERCE; ROCKWELL INT'L; SPERRY VICKERS; WORTHINGTON  
PUMP.

4. PA'S REC'D LOCALLY, SIX REPRESENTING EIGHT EXHIBITORS: AKASHI/  
TEAM CORP; DENISON HYDRAULICS/ABEX; NAIGAI/BACHMAN, AUTO-PLACE;  
NIPPON OIL SEAL/ITT PNEUMOTIVE; SUNNY/HASKEL, INDUSTRIAL CLUTCH;  
TOYO/HOKE INT'L.

5. LOCAL POSSIBLES, TWO: KONDO/ROYCO; HAKUTO/RUSKA INT'L.

6. M.A. BALL, BAL MFG INC, TELEXED NAGAKURA, MIDORIYAMA,  
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FEB 11, INFORMING THAT BALL UNABLE SUPPORT AGENT PARTICIPATION  
DUE TO MANAGEMENT CHANGES AND TOO MANY SHOW COMMITMENTS.  
TC WILL VOID PA SUBMITTED BY NAGAKURA AND REIMBURSE 900  
DOLLARS.

7. PER PAST EXPERIENCE, TC FINDS IT MOST EFFECTIVE TO CONTACT  
LOCAL REP TO ENCOURAGE PARTICIPATION UPON OR AFTER THEIR

RECEIPT OF SHOW PLAN/PROPOSAL/SUGGESTION DIRECTLY FROM  
U.S. PRINCIPAL. THIS DEMONSTRATES PRINCIPAL'S REAL CONCERN  
NOT ONLY RE SHOW PARTICIPATION BUT ALSO RE MAINTAINING/  
PROMOTING MUTUAL OVERALL RELATIONSHIP. IN THIS RESPECT TOO,  
AND ESPECIALLY, UNDER CIRCUMSTANCE OF PRESENT PROCUREMENT  
STATUS, TC SUGGESTS OIM POSSIBLES TELEX/CABLE LOCAL REPS  
IMMEDIATELY IF THIS NOT YET DONE.

8. ADVISE OIM DECISION RE EXTENSION NINE-WEEK DEADLINE.  
SHOESMITH

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 15-Feb-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977TOKYO02089  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770052-0982  
**Format:** TEL  
**From:** TOKYO  
**Handling Restrictions:** n/a  
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**Litigation History:**  
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**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 TOKYO 1803  
**Retention:** 0  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3312786  
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**Subject:** TC PROCUREMENT STATUS REPORT COB FEB 14, APRIL FLUID POWER SHOW  
**TAGS:** BEXP, JA  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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EO Systematic Review  
22 May 2009  
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